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HEADLINE: \$1,000 Per Hour Isn't Rare Anymore;
Nominal billing levels rise, but discounts ease blow.

BYLINE: KAREN SLOAN

BODY:

As recently as five years ago, law partners charging \$1,000 an hour were outliers. Today, four-figure hourly rates for indemand partners at the most prestigious firms don't raise eyebrows-and a few top earners are closing in on \$2,000 an hour.

These rate increases come despite hand-wringing over price pressures from clients amid a tough economy. But everrising standard billing rates also obscure the growing practice of discounts, falling collection rates, and slow march toward alternative fee arrangements.

Nearly 20 percent of the firms included in The National Law Journal's annual survey of large law firm billing rates this year had at least one partner charging more than \$1,000 an hour. Gibson, Dunn & Crutcher partner Theodore Olson had the highest rate recorded in our survey, billing \$1,800 per hour while representing mobile satellite service provider LightSquared Inc. in Chapter 11 proceedings.

Of course, few law firm partners claim Olson's star power. His rate in that case is nearly the twice the \$980 per hour

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average charged by Gibson Dunn partners and three times the average \$604 hourly rate among partners at NLJ 350 firms. Gibson Dunn chairman and managing partner Ken Doran said Olson's rate is "substantially" above that of other partners at the firm, and that the firm's standard rates are in line with its peers.

"While the majority of Ted Olson's work is done under alternative billing arrangements, his hourly rate reflects his stature in the legal community, the high demand for his services and the unique value that he offers to clients given his extraordinary experience as a former solicitor general of the United States who has argued more than 60 cases before the U.S. Supreme Court and has counseled several presidents," Doran said.

In reviewing billing data this year, we took a new approach, asking each firm on the NLJ 350-our survey of the nation's 350 largest firms by attorney headcount-to provide their highest, lowest and average billing rates for associates and partners. We supplemented those data through public records. All together, this year's survey includes information for 159 of the country's largest law firms and reflects billing rates as of October.

The figures show that, even in a down economy, hiring a large law firm remains a pricey prospect. The median among the highest partner billing rates reported at each firm is \$775 an hour, while the median low partner rate is \$405. For associates, the median high stands at \$510 and the low at \$235. The average associate rate is \$370.

Multiple industry studies show that law firm billing rates continued to climb during 2013 despite efforts by corporate counsel to rein them in. TyMetrix's 2013 Real Rate Report Snapshot found that the average law firm billing rate increased by 4.8 percent compared with 2012. Similarly, the Center for the Study of the Legal Profession at the Georgetown University Law Center and Thomson Reuters Peer Monitor found that law firms increased their rates by an average 3.5 percent during 2013.

Of course, rates charged by firms on paper don't necessarily reflect what clients actually pay. Billing realization rates-which reflect the percentage of work billed at firms' standard rates- have fallen from 89 percent in 2010 to nearly 87 percent in 2013 on average, according to the Georgetown study. When accounting for billed hours actually collected by firms, the realization rate falls to 83.5 percent.

"What this means, of course, is that- on average-law firms are collecting only 83.5 cents for every \$1.00 of standard time they record," the Georgetown report reads. "To understand the full impact, one need only consider that at the end of 2007, the collected realization rate was at the 92 percent level."

In other words, law firms set rates with the understanding that they aren't likely to collect the full amount, said Mark Medice, who oversees the Peer Monitor Index. That index gauges the strength of the legal market according to economic indicators including demand for legal services, productivity, rates and expenses. "Firms start out with the idea of, 'I want to achieve a certain rate, but it's likely that my client will ask for discounts whether or not I increase my rate,'" Medice said.

Indeed, firms bill nearly all hourly work at discounts ranging from 5 percent to 20 percent off standard rates, said Peter Zeughauser, a consultant with the Zeughauser Group. Discounts can run as high as 50 percent for matters billed under a hybrid system, wherein a law firm can earn a premium for keeping costs under a set level or for obtaining a certain outcome, he added. "Most firms have gone to a two-tier system, with what is essentially an aspirational rate that they occasionally get and a lower rate that they actually budget for," he said.

Most of the discounting happens at the front end, when firms and clients negotiate rates, Medice said. But additional discounting happens at the billing and collections stages. Handling alternative fee arrangements and discounts has become so complex that more than half of the law firms on the Am Law 100-NLJ affiliate The American Lawyer's ranking of firms by gross revenue-have created new positions for pricing directors, Zeughauser said.

THE ROLE OF GEOGRAPHY

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Unsurprisingly, rates vary by location. Firms with their largest office in New York had the highest average partner and associate billing rates, at \$882 and \$520, respectively. Similarly, TyMetrix has reported that more than 25 percent of partners at large New York firms charge \$1,000 per hour or more for contracts and commercial work.

Washington was the next priciest city on our survey, with partners charging an average \$748 and associates \$429. Partners charge an average \$691 in Chicago and associates \$427. In Los Angeles, partners charge an average \$665 while the average associate rate is \$401.

Pricing also depends heavily on practice area, Zeughauser and Medice said. Bet-the-company patent litigation and white-collar litigation largely remain at premium prices, while practices including labor and employment have come under huge pressure to reduce prices.

"If there was a way for law firms to hold rates, they would do it. They recognize how sensitive clients are to price increases," Zeughauser said. But declining profit margins—due in part to higher technology costs and the expensive lateral hiring market—mean that firms simply lack the option to keep rates flat, he said.

BILLING SURVEY METHODOLOGY

The National Law Journal's survey of billing rates of the largest U.S. law firms provides the high, low and average rates for partners and associates.

The NLJ asked respondents to its annual survey of the nation's largest law firms (the NLJ 350) to provide a range of hourly billing rates for partners and associates as of October 2013.

For firms that did not supply data to us, in many cases we were able to supplement billing-rate data derived from public records.

In total, we have rates for 159 of the nation's 350 largest firms.

Rates data include averages, highs and low rates for partners and associates. Information also includes the average full-time equivalent (FTE) attorneys at the firm and the city of the firm's principal or largest office.

We used these data to calculate averages for the nation as a whole and for selected cities.

Billing Rates at the Country's Priciest Law Firms

Here are the 50 firms that charge the highest average hourly rates for partners.

Billing Rates at the Country's Priciest Law Firms

FIRM NAME	LARGE ST U.S. OF- FICE*	AVERAGE FULL-TIME EQUIVALENT ATTORNEYS*	PART- NER HOURL Y RATES	ASSO- CIATE HOURL Y RATES	AVER- AGE	HIGH	LO W	AVER- AGE	HIGH	LO W
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* Full-time equivalent attorney numbers and the largest U.S. office are from the NLJ 350 published in

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April 2013. For complete numbers, please see NLJ.com.

** Firm did not exist in this form for the entire year.

Debevoise & Plimpton	New York	615	\$1,055	\$1,075	\$95 5	\$490	\$760	\$12 0
Paul, Weiss, Rifkind, Wharton & Garrison	New York	803	\$1,040	\$1,120	\$76 0	\$600	\$760	\$25 0
Skadden, Arps, Slate, Meagher & Flom	New York	1,735	\$1,035	\$1,150	\$84 5	\$620	\$845	\$34 0
Fried, Frank, Harris, Shriver & Jacobson	New York	476	\$1,000	\$1,100	\$93 0	\$595	\$760	\$37 5
Latham & Watkins	New York	2,033	\$990	\$1,110	\$89 5	\$605	\$725	\$46 5
Gibson, Dunn & Crutcher	New York	1,086	\$980	\$1,800	\$76 5	\$590	\$930	\$17 5
Davis Polk & Wardwell	New York	787	\$975	\$985	\$85 0	\$615	\$975	\$13 0
Willkie Farr & Gallagher	New York	540	\$950	\$1,090	\$79 0	\$580	\$790	\$35 0
Cadwalader, Wickersham & Taft	New York	435	\$930	\$1,050	\$80 0	\$605	\$750	\$39 5
Weil, Gotshal & Manges	New York	1,201	\$930	\$1,075	\$62 5	\$600	\$790	\$30 0
Quinn Emanuel Urquhart & Sullivan	New York	697	\$915	\$1,075	\$81 0	\$410	\$675	\$32 0
Wilmer Cutler Pickering Hale and Dorr	Washington	961	\$905	\$1,250	\$73 5	\$290	\$695	\$75
Dechert	New York	803	\$900	\$1,095	\$67 0	\$530	\$735	\$39 5
Andrews Kurth	Houston	348	\$890	\$1,090	\$74 5	\$528	\$785	\$26 5
Hughes Hubbard & Reed	New York	344	\$890	\$995	\$72 5	\$555	\$675	\$36 5
Irell & Manella	Los Angeles	164	\$890	\$975	\$80 0	\$535	\$750	\$39 5
Proskauer Rose	New York	746	\$880	\$950	\$72 5	\$465	\$675	\$29 5
White & Case	New York	1,900	\$875	\$1,050	\$70 0	\$525	\$1,050	\$22 0
Morrison & Foer-	San	1,010	\$865	\$1,195	\$59	\$525	\$725	\$23

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	cisco							
Pillsbury Winthrop	Wash-	609	\$865	\$1,070	\$61	\$520	\$860	\$37
Shaw Pittman	ington				5			5
Kaye Scholer	New	414	\$860	\$1,080	\$71	\$510	\$680	\$32
	York				5			0
Kramer Levin Naf-	New	320	\$845	\$1,025	\$74	\$590	\$750	\$40
talis & Frankel	York				0			0
Hogan Lovells	Wash-	2,280	\$835	\$1,000	\$70	-	-	-
	ington				5			
Kasowitz, Benson,	New	365	\$835	\$1,195	\$60	\$340	\$625	\$20
Torres & Friedman	York				0			0
Kirkland & Ellis	Chicago	1,517	\$825	\$995	\$59	\$540	\$715	\$23
					0			5
Cooley	Palo	632	\$820	\$990	\$66	\$525	\$630	\$16
	Alto				0			0
Arnold & Porter	Wash-	748	\$815	\$950	\$67	\$500	\$610	\$34
	ington				0			5
Paul Hastings	New	899	\$815	\$900	\$75	\$540	\$755	\$33
	York				0			5
Curtis, Mallet-Pre-	New	322	\$800	\$860	\$73	\$480	\$785	\$34
vost, Colt & Mosle	York				0			5
Winston & Strawn	Chicago	842	\$800	\$995	\$65	\$520	\$590	\$42
					0			5
Bingham Mc-	Boston	900	\$795	\$1,080	\$22	\$450	\$605	\$18
Cutchen					0			5
Akin Gump Strauss	Wash-	806	\$785	\$1,220	\$61	\$525	\$660	\$36
Hauer & Feld	ington				5			5
Covington & Burl-	Wash-	738	\$780	\$890	\$60	\$415	\$565	\$32
ing	ington				5			0
King & Spalding	Atlanta	838	\$775	\$995	\$54	\$460	\$735	\$12
					5			5
Norton Rose Ful-	N/A**	N/A**	\$775	\$900	\$52	\$400	\$515	\$30
bright					5			0
DLA Piper	New	4,036	\$765	\$1,025	\$45	\$510	\$750	\$25
	York				0			0
Bracewell & Gi-	Houston	432	\$760	\$1,125	\$57	\$440	\$700	\$27
uliani					5			5
Baker & McKenzie	Chicago	4,004	\$755	\$1,130	\$26	\$395	\$925	\$10
					0			0
Dickstein Shapiro	Wash-	308	\$750	\$1,250	\$59	\$475	\$585	\$31
	ington				0			0
Jenner & Block	Chicago	432	\$745	\$925	\$56	\$465	\$550	\$38

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					5		0	
Jones Day	New York	2,363	\$745	\$975	\$445	\$435	\$775	\$205
Manatt, Phelps & Phillips	Los Angeles	325	\$740	\$795	\$640	-	-	-
Seward & Kissel	New York	152	\$735	\$850	\$625	\$400	\$600	\$290
O'Melveny & Myers	Los Angeles	738	\$715	\$950	\$615	-	-	-
McDermott Will & Emery	Chicago	1,024	\$710	\$835	\$525	-	-	-
Reed Smith	Pittsburgh	1,468	\$710	\$945	\$545	\$420	\$530	\$295
Dentons	N/A**	N/A**	\$700	\$1,050	\$345	\$425	\$685	\$210
Jeffer Mangels Butler & Mitchell	Los Angeles	126	\$690	\$875	\$560	-	-	-
Sheppard, Mullin, Richter & Hampton	Los Angeles	521	\$685	\$875	\$490	\$415	\$535	\$275
Alston & Bird	Atlanta	805	\$675	\$875	\$495	\$425	\$575	\$280

THE FOUR-FIGURE CLUB

These 10 firms posted the highest partner billing rates.

THE FOUR-FIGURE CLUB

Gibson, Dunn & Crutcher	\$1,800
Dickstein Shapiro	\$1,250
Wilmer Cutler Pickering Hale and Dorr	\$1,250
Akin Gump Strauss Hauer & Feld	\$1,220
Kasowitz, Benson, Torres & Friedman	\$1,195
Morrison & Foerster	\$1,195
Skadden, Arps, Slate, Meagher & Flom	\$1,150
Baker & McKenzie	\$1,130
Bracewell & Giuliani	\$1,125
Paul, Weiss, Rifkind, Wharton & Garrison	\$1,120

Contact Karen Sloan at ksloan@alm.com

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